



WSPA
 250 International Drive
 Spartanburg, SC 29303
 (864) 576-7777

CONTRACT

<u>Contract / Revision</u> 954412 /		<u>Alt Order #</u> 25330184
<u>Product</u> Issue		
<u>Contract Dates</u> 10/25/16 - 10/31/16		<u>Estimate #</u> 5661
<u>Advertiser</u> POL/AFSCME People		<u>Original Date / Revision</u> 10/14/16 / 10/20/16
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WSPA	<u>Account Executive</u> Katz Washington	<u>Sales Office</u> Katz/Washingto
<u>Special Handling</u>		
<u>Demographic</u> Adults 25-54		
<u>Agency Code</u> 9914573	<u>Advertiser Code</u>	<u>Product 1/2</u> 207
<u>Agency Ref</u> IN14921		<u>Advertiser Ref</u>

And:

Waterfront Strategies
 3050 K Street Northwest
 Washington, DC 20007
 USA

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount	
N 1	WSPA	10/25/16	10/31/16	M-F 7a CBS This Morning	7-8a		:30				NM	2	\$1,600.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		10/25/16	10/31/16	MTWTF--				2	\$800.00					
N 2	WSPA	10/25/16	10/31/16	M-F 8a CBS This Morning	8-9a		:30				NM	2	\$1,200.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		10/25/16	10/31/16	MTWTF--				2	\$600.00					
N 3	WSPA	10/25/16	10/31/16	Price is Right	11a-12p		:30				NM	3	\$2,700.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		10/25/16	10/31/16	MTWTF--				3	\$900.00					
N 4	WSPA	10/25/16	10/31/16	M-F 4p-5p Judge Judy	4p-5p		:30				NM	3	\$1,500.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		10/25/16	10/31/16	MTWTF--				3	\$500.00					
N 5	WSPA	10/25/16	10/31/16	The Late Show	1135p-1237a		:30				NM	3	\$1,500.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		10/25/16	10/31/16	MTWTF--				3	\$500.00					
N 6	WSPA	10/25/16	10/25/16	NCIS	8p-9p		:30				NM	1	\$6,000.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		10/24/16	10/30/16	-T-----				1	\$6,000.00					
N 7	WSPA	10/28/16	10/28/16	HAWAII FIVE-0	9p-10p		:30				NM	1	\$4,000.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		10/24/16	10/30/16	----F--				1	\$4,000.00					
N 8	WSPA	10/29/16	10/29/16	Sat 8a CBS This Morning	8a-10a		:30				NM	1	\$500.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		10/24/16	10/30/16	-----S-				1	\$500.00					
N 9	WSPA	10/30/16	10/30/16	CBS Sunday Morning	9-1030a		:30				NM	1	\$1,000.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		10/24/16	10/30/16	-----S				1	\$1,000.00					
Totals												0.00	17	\$20,000.00

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified.

LIN Television Corporation does not discriminate in the sale of advertising time, and will accept no advertising which is placed with an intent to discriminate on the basis of race or ethnicity. Any advertiser certifies that it is not buying broadcasting air time on LIN Television Corporation stations for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race or ethnicity.



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POL/AFSCME People	10/14/16 / 10/20/16

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
09/26/16 - 10/30/16	13	\$17,500.00	(\$2,625.00)	\$14,875.00
10/31/16 - 10/31/16	4	\$2,500.00	(\$375.00)	\$2,125.00
Totals	17	\$20,000.00	(\$3,000.00)	\$17,000.00

Signature: _____ **Date:** _____

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